

Message Text

PAGE 01 STATE 038375
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BED/OIM/AF/RFBIDDLE/BKY
APPROVED BY AF/EP:LMWHITE
COM/BED/OIM/AF/MILES
COM/BED/OIM/PD/WLUBKEMAN
COM/BED/OED/WHAIMES
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STATE/AF/EP/LWHITE
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-----014530 141846Z /46

R 141649Z PEB 78
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS

UNCLAS STATE 038375

E.O. 11652:N/A

TAGS: BEXP, NI

SUBJECT:COUNTRY COMMERCIAL PROGRAM FOR NIGERIA FY 1979
GUIDANCE

REFS: (A) LAGOS 3519, (B) STATE 44899, (C) STATE 000118

1. THE FOLLOWING ADDRESSES THE PRELIMINARY FY 1979 CCP
CONVEYED BY REFTL (A) IN RESPONSE TO 44899. IT IS PROVI-
DED AS GUIDANCE TO ASSIST IN FORMULATION OF THE MISSION'S
DRAFT CONTRIBUTIONS FOR FY 1979.

2. DEVELOPMENTS WHICH WE VIEW AS MOST IMPORTANT FOR THE
1979 PROGRAM ARE (A) SOCIAL PROJECTS IN THE REVISED THIRD
NATIONAL DEVELOPMENT PLAN IN AREAS SUCH AS EDUCATION AND
UNCLASSIFIED

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HEALTH, AND THE SCOPE TO BE GIVEN AGRICULTURAL AND WATER
SUPPLY PROJECTS, AND THE EXPENDITURES PLANNED FOR TRANS-
PORTATION, COMMUNICATIONS, TOWN AND COUNTRY PLANNING;
(B) THE SUPPLEMENTING OF OIL REVENUES WITH INTERNAL AND
EXTERNAL BORROWING TO FINANCE PART OF THE DEVELOPMENT
PROGRAM; (C) THE UNCERTAIN STATUS OF THE CONSTRUCTION INDU-
STRY AS NIGERIA SEEMS FORCED TO MODIFY OR DEFER PROJECTS
CONTAINED IN ITS DEVELOPMENT PROGRAM. NIGERIA'S IMPORT
REQUIREMENTS WILL ALSO, TO A DEGREE, REFLECT THE UNCERTAIN

STATUS OF THE DEVELOPMENT PLAN RESULTING FROM SHORTAGE OF REVENUES.

3. WE THEREFORE BELIEVE THAT WE SHOULD DEVOTE AN APPRECIABLE PART OF OUR EFFORTS TO IDENTIFYING OPPORTUNITIES OFFERED BY GOVERNMENTAL EFFORTS TO IMPROVE THE ABOVE MENTIONED SECTORS AND TO ASSISTING U.S. INDUSTRY TO CAPITALIZE ON WHAT MAY BE A DECREASING NUMBER OF OPPORTUNITIES.

4. THE PATTERN AND THEMES OF CAMPAIGNS AND SOME OTHER SPECIAL POST EFFORTS SUGGESTED IN REFTEL (A) PROVIDE A PROGRAM ADAPTABLE TO THE REVISED DEVELOPMENTAL PRIORITIES. THEY CORRESPOND WELL TO THE BEST PROSPECTS REPORT WHICH, TOGETHER WITH THE PRELIMINARY CCP, INPUTS, WAS DRAWN UPON IN DEVELOPING FY 1979 EVENTS SCHEDULE. WE NOTE THAT E/C ELEMENTS CAN EXPLOIT FOR CAMPAIGN PURPOSES SCHEDULED EVENTS MATCHING FIVE OF THE POSSIBLE TEN CAMPAIGNS.

5. GIVEN THE INCREASE IN POST WORKLOAD, I.E., BUSINESS VISITORS, ETC., AND ANTICIPATED STAFF TURNOVER THIS SUMMER POST MAY WISH TO REASSESS AMOUNT OF MARKET RESEARCH TO BE UNDERTAKEN, PLACING DESIGNATED AREAS IN A "TIME UNCLASSIFIED

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PERMITTING" CATEGORY. VANCE

UNCLASSIFIED

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